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Message Text

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65
ORIGIN EB-07

INFO OCT-01 AF-06 ISO-00 COME-00 /014 R

DRAFTED BY EB/OCA/CM/AWALLACE
APPROVED BY EB/OCA/CM/SPHARRIS
AF/E/RBARBOUR
---------- 030367
P 192040Z FEB 76
FM SECSTATE WASHDC
TO AMEMBASSY TANANARIVE PRIORITY

UNCLAS STATE 040331

E.O. 11652: N.A.

TAGS: ETRD

SUBJECT: VANILLA EXPORTS

REFERENCE: TANANARIVE 0235

1. WALLACE PASSED MESSAGE CONTAINED IN REFTEL TO DAVID DAUGHERTY, PRESIDENT OF ZINK AND TRIEST COMPANY. DAUGHERTY EXPRESSED THANKS FOR EMBASSY'S PROMPT AND DETAILED REPLY TO HIS TELEX.

2. IN RESPONSE TO INQUIRY OF FOREIGN TRADE DIRECTOR, DAUGHERTY OFFERED THE FOLLOWING, WHICH MAY BE USED IN CONVERSATIONS WITH GOM. THERE HAS BEEN NO CHANGE IN THE US CONSUMPTION PATTERN FOR VANILLA. RECENT PRICE INCREASES BY GOM COMBINED WITH CURRENT HIGH LEVELS OF VANILLA STOCKS HAVE FORCED MANY US TRADERS TO REDUCE IMPORTS AND DRAW DOWN STOCKS. DAUGHERTY SAID MOST RECENT MADAGASCAR PRICE INCREASE (APRIL 1975) HAD CAUSED ZINK TO REDUCE PURCHASE OF VANILLA FROM 14TH PLAN. HE ASKS THAT EMBASSY URGE GOM NOT TO CONSIDER FURTHER PRICE INCREASE ON APRIL 1. HE SAID SUCH AN INCREASE MIGHT WELL ENCOURAGE SHIFT OF US ICE CREAM TRADE TO ARTIFICIAL SUBSTITUTES. DAUGHERTY SAID ZINK IS WILLING TO ACCOMMODATE GOM WITH "RELATIVELY SMALL" PURCHASE
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FROM 14TH PLAN. COMPANY WILL "PARTICIPATE ACTIVELY" IN

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15TH PLAN STARTING IN SECOND QUARTER PROVIDED THERE ARE
NO FURTHER PRICE INCREASES. INGERSOLL

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To: TANANARIVE
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